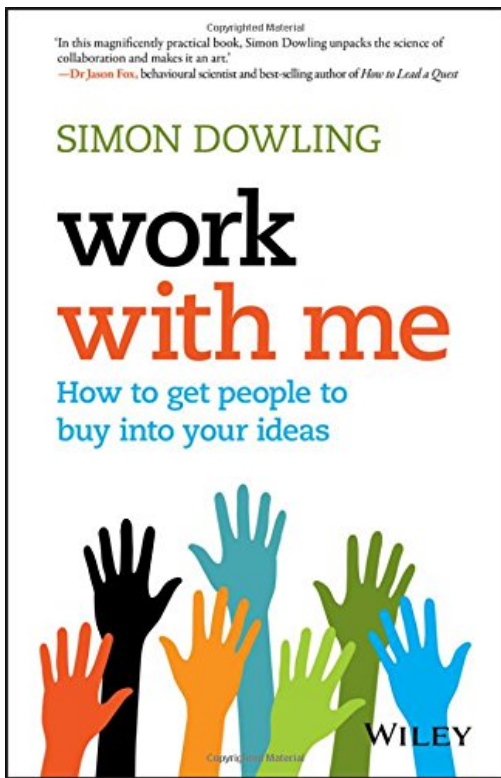


[PDF] Download Work with Me: How to Get People to Buy into Your Ideas Read Online



Book details

- Author : Simon Dowling
- Pages : 200 pages
- Publisher : Wiley 2016-11-21
- Language : English
- ISBN-10 : 0730330052
- ISBN-13 : 9780730330059



Book Synopsis

Lead from any level with the power of buy-in Work with Me shows you how to master the art of the buy-in. You achieve better results when people go along with your ideas because they want to, not because they have to; the key is knowing how to build that kind of commitment This is the art of buy-in, and it s one of the most powerful skills you can have. When people are fully on board, they bring their full selves to the project. This drives their priorities, their performance, their innovation and ultimately, your outcome. Buy-in sits at the heart of creative and collaborative cultures; it drives highly adaptive and nimble teams. This book is a how-to guide for achieving buy-in, regardless of your leadership level. It s not about using power and authority, it s about building support and commitment to your ideas and initiatives. You can lead from any level, even laterally, and have a positive impact on the way things are done in your organisation. This book is your coach for speaking up, standing out and embracing the changes that fuel engaged workplaces and better business. Build engagement, agreement, commitment and ownership Overcome obstacles and drive stellar performance Deliver optimal outcomes through enthusiastic collaboration Boost creativity, passion, energy and focus In the shift from traditional industrial economies to a value-focused economy of ideas, organisations thrive on great ideas, but those ideas don t count unless they re actually implemented. Work with Me shows you how to get people on board so you can bring great ideas to life.